

*TEMPLINE*  
PENS

*EVERSHARP*  
PENCILS

THE WAHL COMPANY  
CHICAGO

*Effective September 15, 1919.*

# Dealers' Terms and Discounts

ON  
WAHL

## Eversharp Pencils and Tempoint Fountain Pens

All list Prices, Terms and Discounts  
subject to change without notice.

TERMS.—Net Cash 30 days or 2% 10 days. All Shipments F. O. B. Factory.

### Discounts on Eversharp Pencils

On No. 20 any quantity	33½ %
On Nos. 30 to 97 any quantity	40 %
On Lead and Erasers any quantity	40 %
On Repairs (Price list Page 27)	33½ %
Engraving (Price list Page 29)	Net

### Discounts on Tempoint Fountain Pens

On less than three dozen orders	40 %
On all orders where stocks of Tempoints are main-	
tained at three dozen	40 and 5%
On all orders where stocks of Tempoints are main-	
tained at six dozen	40 and 10%
On all orders where stocks of Tempoints are main-	
tained at one gross or more	50 %
All mounted pens subject only to the following	
discount in any quantity	40 %
On Repairs (Price list Page 28)	33½ %
On Ink Fillers in dozen lots	40 %
ENGRAVING (Price list on Page 29)	Net

New York Office  
Astor Trust Building  
501 Fifth Ave.

THE WAHL  
COMPANY  
1800 Roscoe St., CHICAGO

Pacific Coast Representatives  
Bert M. Morris Company  
444 Market Street,  
SAN FRANCISCO, CAL.

Effective September 15, 1919.

Wahl Catalog, 1919

# *TEMPOINT*

PENS

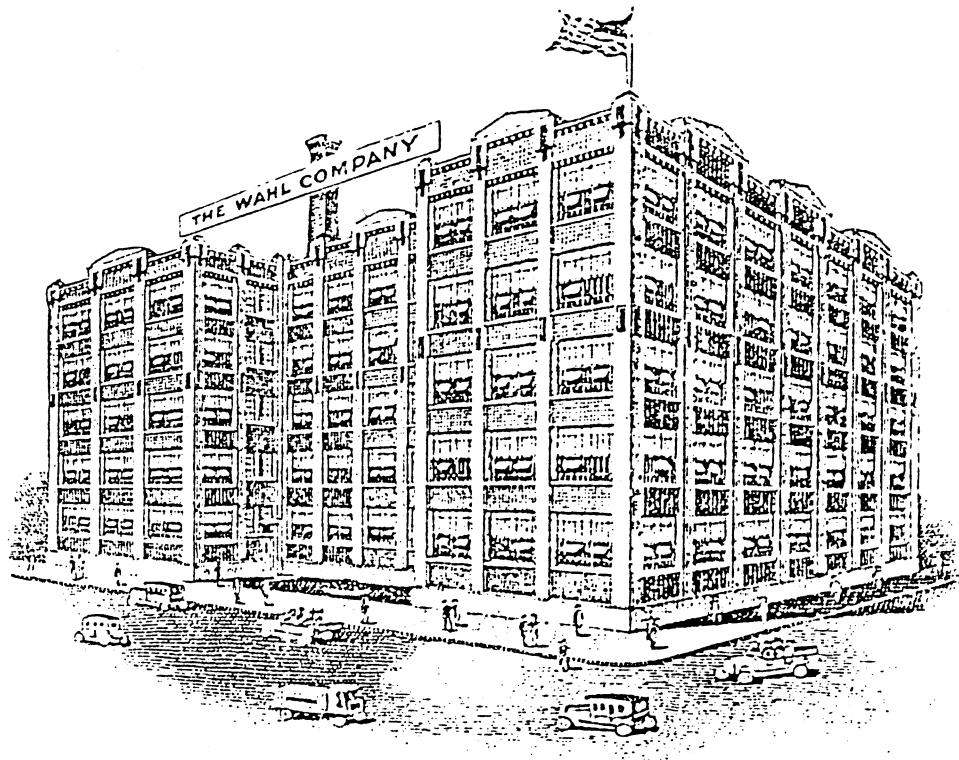
# *EVERSHARP*

PENCILS



The symbol of perfect  
writing—the mark of  
the Tempoint Pen  
and Eversharp Pencil

THE WAHL COMPANY  
1800 ROSCOE STREET : : CHICAGO, ILL.



Back of every Eversharp Pencil and every Tempoint Pen stands The Wahl Company, a two-and-a-half-million dollar concern of splendid international reputation and integrity.

Above is illustrated the great Wahl factory. Here are made the famous Wahl Adding Machine, the Tempoint Pen and the Eversharp Pencil, each representative of highest efficiency in its realm.

## INTRODUCTION

In the wonderful Tempoint Pen and the Eversharp Pencil, the joy of utmost writing comfort becomes within hand reach of all who write.

As explained on pages 4 and 5 the Tempoint Pen embodies ten super-features which give it an exclusive distinctiveness possessed by no other pen.

Any one of these features would constitute a marked advance and a splendid selling point; together they form a combination of super-excellence that is absolutely unique.

This is the Pen heretofore known as the Boston Safety Fountain Pen. By reason of removal to Chicago where it is now made by The Wahl Company, and also because of the exclusive advantages of the writing point, it has been re-named the Tempoint Pen under which name it will be advertised and sold.

The splendid Eversharp Pencil is the culmination of 400 years of pencil development. Here at last is a pencil that is always sharp—never sharpened, a pencil with enough lead to write a quarter million words, a pencil that is as much a wonder of beauty and construction as it is a marvel of writing.

Whatever the writing requirement, there is an Eversharp that meets it. Whatever the hand, there's an Eversharp that fits it. Whatever the lead preference there's an Eversharp Lead for it. Whatever the demand of price and style there's a ready sale. Eversharp Pencils retail at \$1 and up.

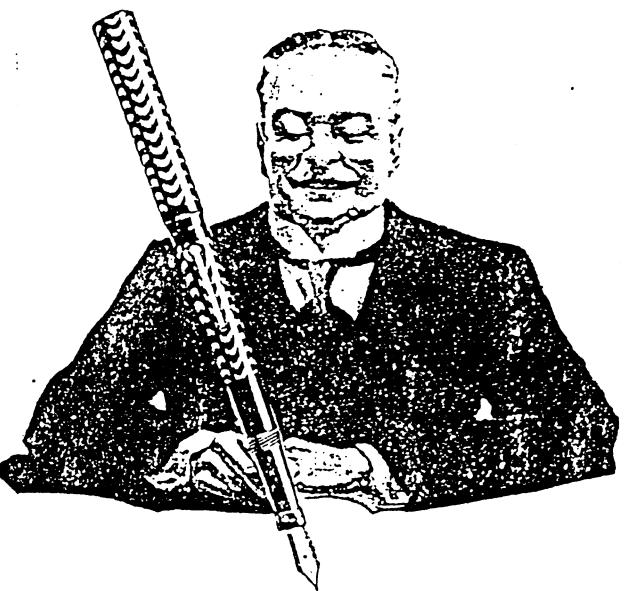
When empty, the lead chamber can be refilled with Eversharp Leads. A box of twelve leads, eighteen inches in all, enough for another quarter million words retails for 25c—one cent for ten thousand words. Leads come in various degrees of hardness.

Tempoint Pen and Eversharp Pencil—truly a writing team simply unbeatable. Popular, big sellers, workers of satisfaction for dealer and user alike—the highest expressions of writing excellence.

Made and Guaranteed by

**THE WAHL COMPANY**

1800 Roscoe Street, CHICAGO, ILL.



## TEMPOINT PENS

THESE are the ten advantages that make the Tempoint Pen such a vastly different and better pen, every way.

1—The 14 kt. solid gold pen has a steel-like hardness and flexibility, due to a special hand hammering process which affords protection against harmful ink acids and long, hard writing. Thus the point cannot weaken or become "sprung."

2—Gold is fused about the unusually ample iridium tip—not annealed. This insures smoother writing and longer life.

3—Scientific Wahl Comb Feed automatically controls ink flow. Touch of pen to paper regulates flow instantly for any writing—fast, slow, steady or intermittent.

4—Air-tight chamber prevents pen from sweating in the pocket, and keeps point moist for instant writing.

5—The invisible Self Filling lever is out of the way until actual-

ly needed. Then ready instantly. The Tempoint Pen is also made in regular Screw Joint style.

6—The Duralastic ink sack is as durable as the pen itself. Nothing to replace or adjust.

7—The holder is scientifically balanced for easy writing. No writer's cramp.

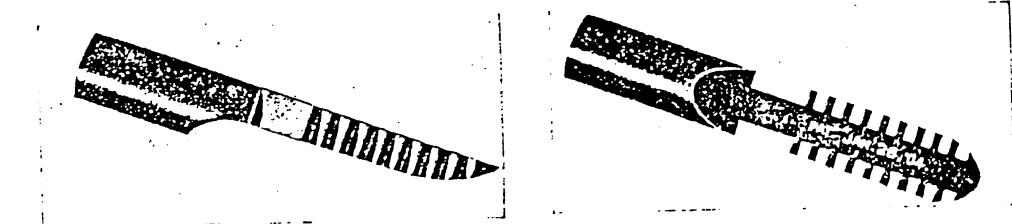
8—The built-in Wahl pocket clip prevents loss.

9—Beautifully made throughout. A pen to admire for its splendid construction as well as for its wonderful writing quality.

10—Made and guaranteed by The Wahl Company, a two-and-a-half-million dollar concern—a further assurance of value and satisfaction.

A Tempoint sale is a sale well made. It makes the customer a satisfied customer. And satisfied customers are a dealer's best asset.

## THE PATENTED WAHL COMB FEED



Built upon the principle of the comb. When the ink channel contains more ink than the pen point requires for writing, it flows back into the cavities formed by the teeth and the gold pen, and is held there until needed. The capillary attraction thus formed prevents the ink from dropping on the paper.

## THE PATENTED AIR-TIGHT CHAMBER

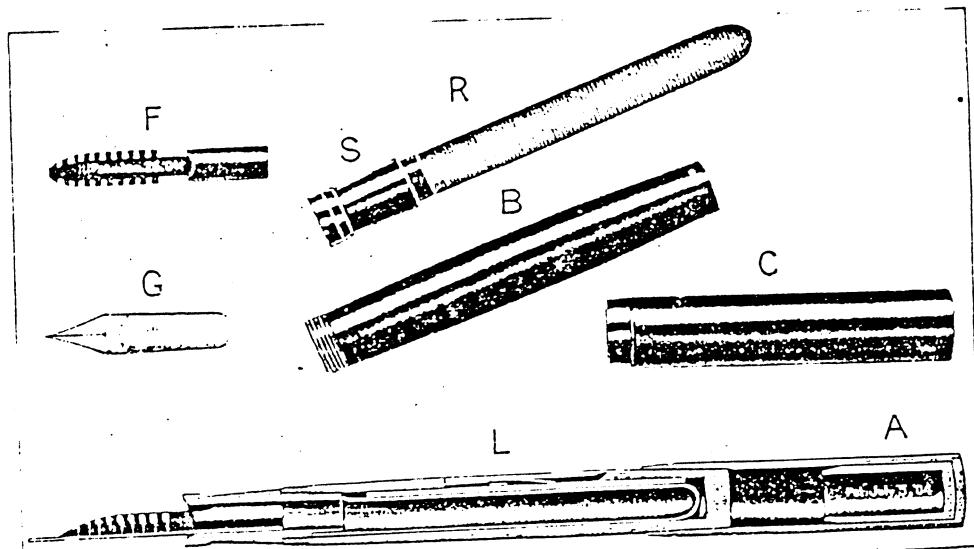
### *The Safety Feature*

(Enlarged View)



The air-tight chamber is simply a cap within a cap, and bevelled at its open end. When the outside cap is screwed on to the barrel tightly, there is a perfect contact on all sides between the open end of the inner-cap and the bevelled flange of the point section, making it air-tight and preventing any ink from escaping. The pen point, so concealed within the inner-cap, remains moist and in condition to write the instant it touches the paper.

## THE SEPARATE PARTS



F—The Feed; S—The Point Section; B—The Barrel; C—The Cap; G—The Gold Pen.

The longitudinal view of the separate parts assembled.

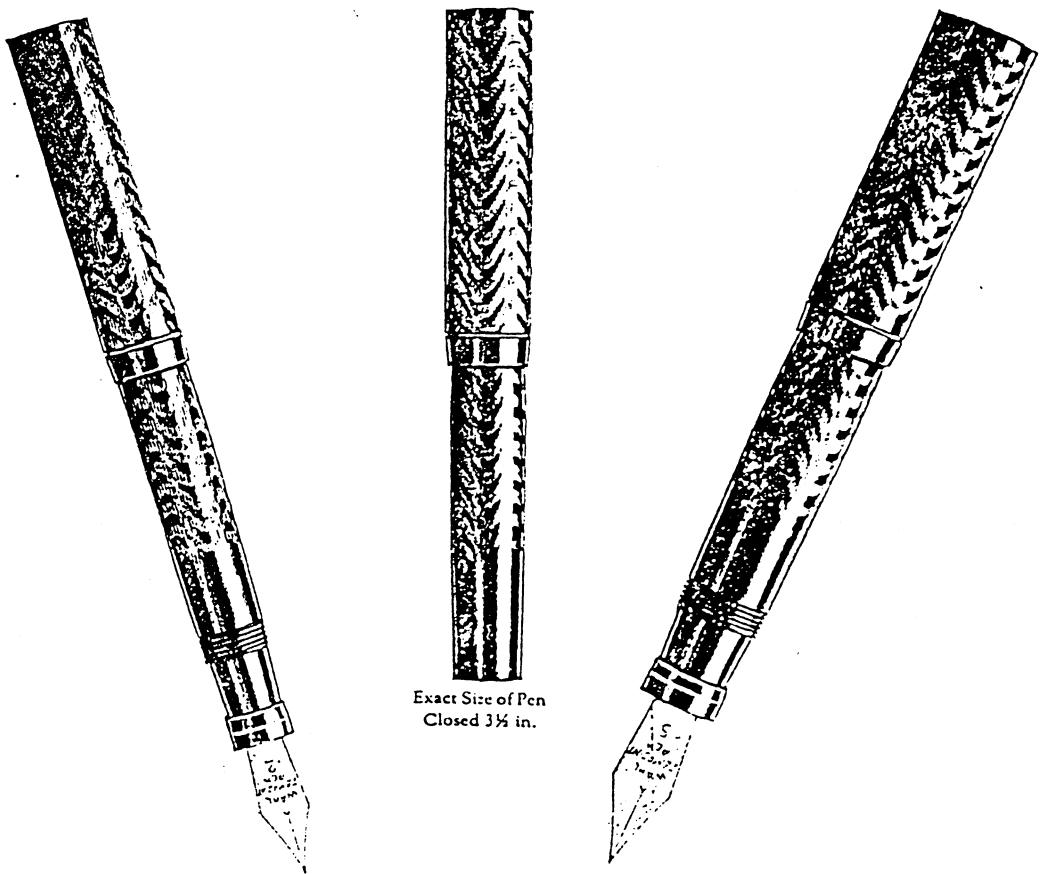
Simplicity in construction and quality of workmanship and materials are the standards upon which the separate parts are made, and the complete pen assembled. Each pen is thoroughly inspected and tested before leaving the factory.

# TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

## THE DOCTOR'S PEN

(ACTUAL SIZE)



Telegraph  
Word

Author  
No. 2—\$2.50

Argus  
No. 5—\$5.00

This pen was suggested to us by a physician and it has found favor not only with doctors, nurses, and other professional people, but with those desiring a handy pen that can be carried in the lower vest, trouser, or apron pocket. It is most convenient for note-taking as it is the smallest and yet most practical pen ever made. Though widely imitated, it has never been equalled.

*Note—Always use telegraph word when  
wiring orders*

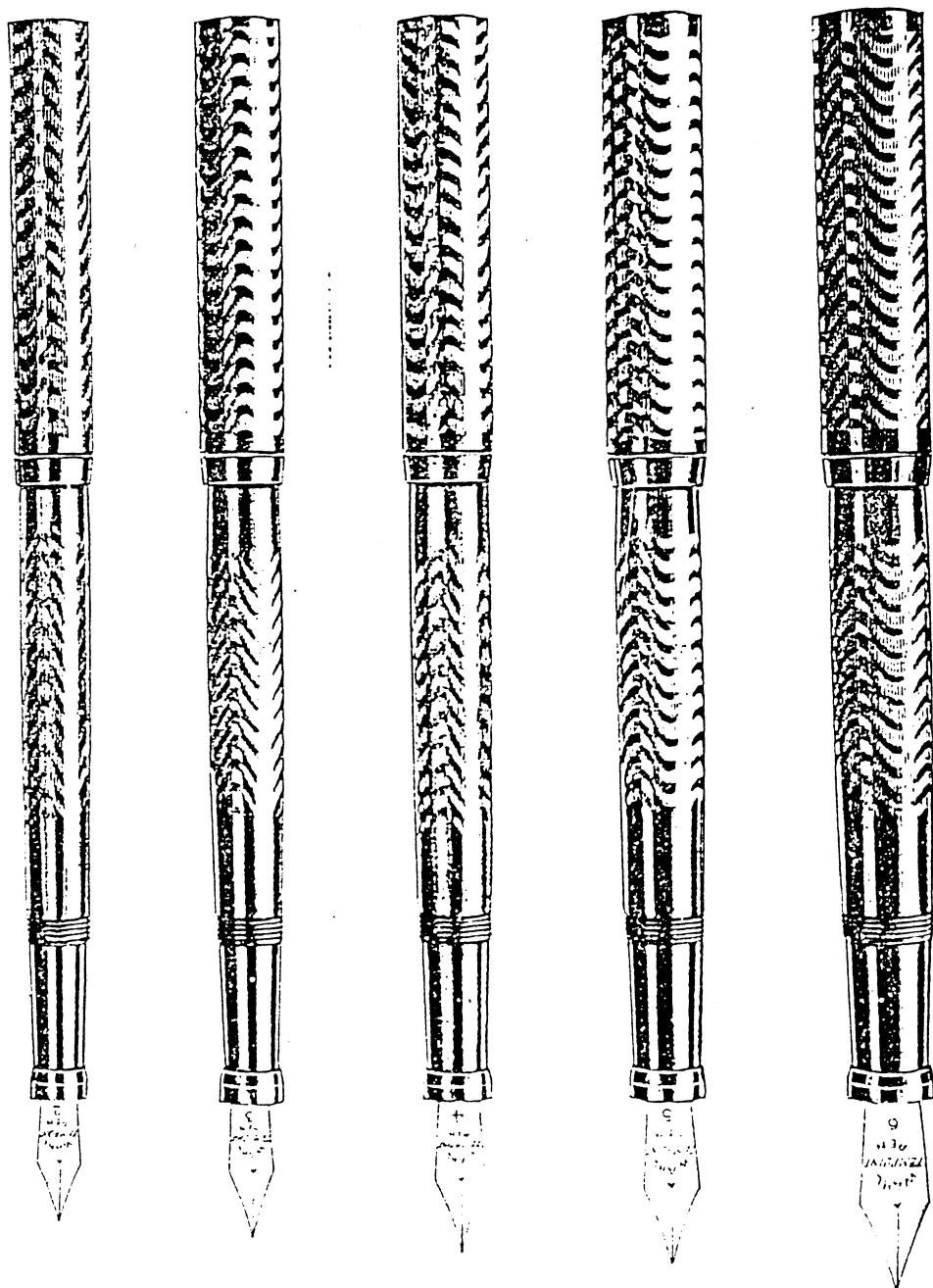
Telegr.  
Word

# TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE REGULAR STANDARD PEN

(ACTUAL SIZE)



Telegraph  
Word Ardmore  
No. 12-\$2.50

Alpine  
No. 13-\$3.50

Alwood  
No. 14-\$4.00

Bucklin  
No. 15-\$5.00

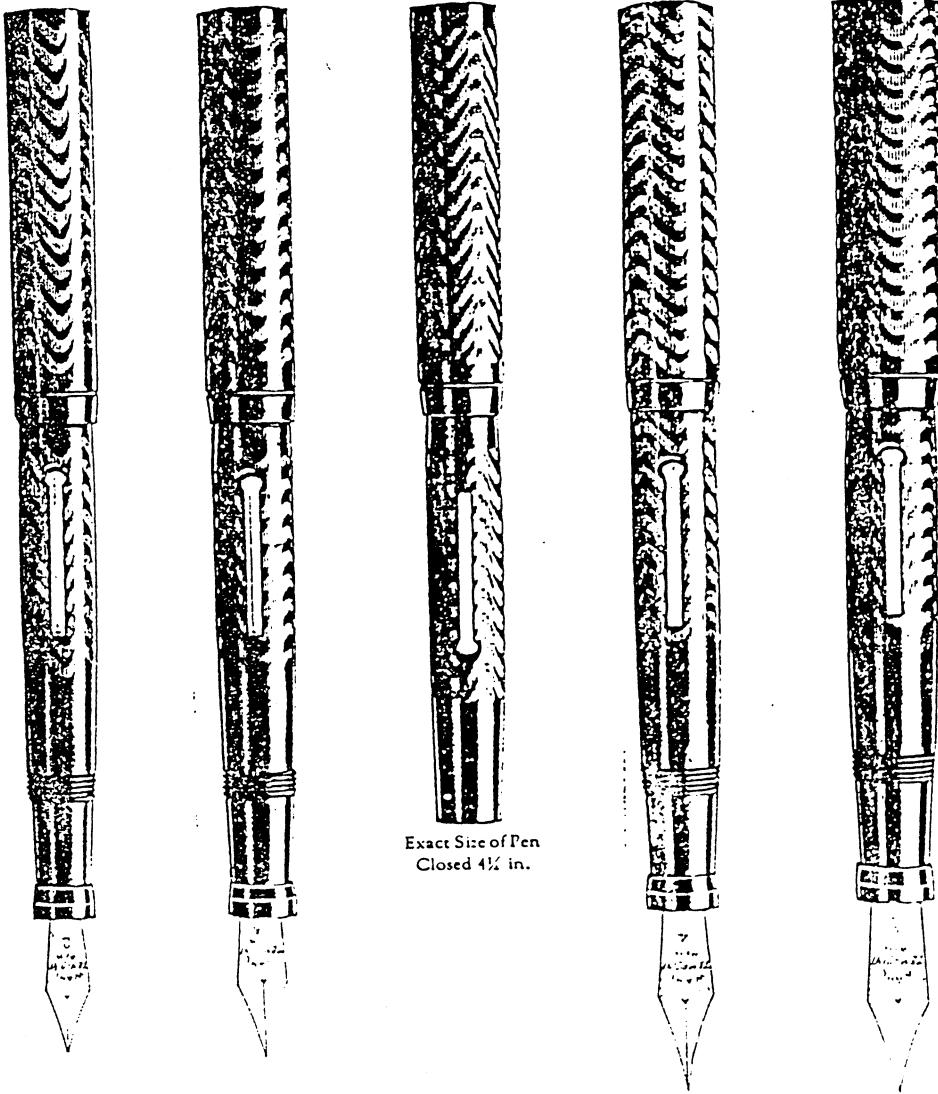
Battle  
No. 16-\$6.00

A Tempoint Pen is never without ink, and never without a ready point.

# TEMPOINT PENS

## THE SELF FILLING PEN

(ACTUAL SIZE)



Telegraph  
Word Bishop  
No. 62-\$2.50

Baton  
No. 63-\$3.50

Barber  
No. 64-\$1.00

Colby  
No. 65-\$5.00

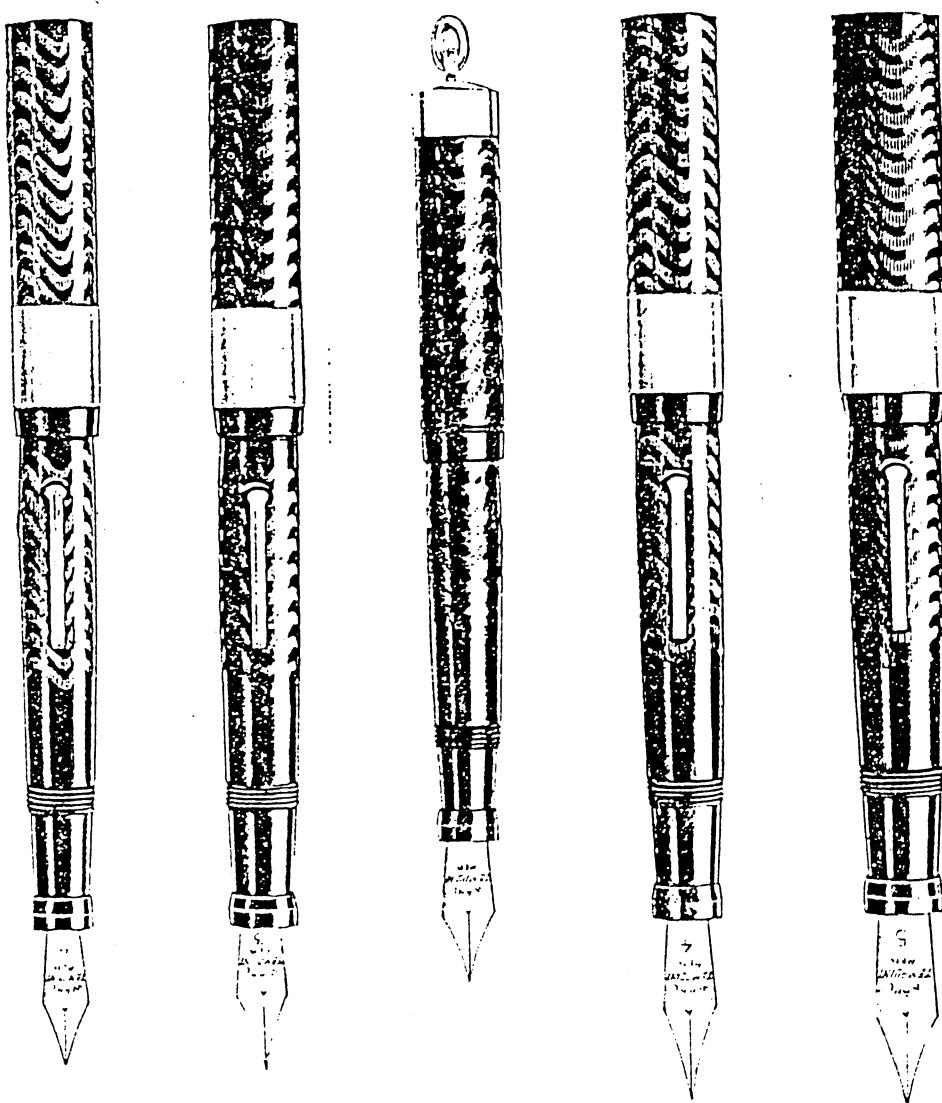
Tele  
We  
Crec  
Cent  
Chec  
Dura  
Feat

The Tempoint writes at first touch of pen to paper. Feeds just enough ink--  
no more—no less.

# TEMPOINT PENS

## BANDED PENS

(ACTUAL SIZE)



No. 62A

Telegraph Word	No.	
Creole.....	62A—Plain Gold Band 18- $\frac{1}{8}$ K	\$3.50
Century.....	62B—Solid Gold Band 14 K.....	5.00
Checker.....	63A—Plain Gold Band 18- $\frac{1}{8}$ K	4.50
Durable.....	63B—Solid Gold Band 14 K.....	6.00
Feather.....	102A—Plain Gold Tass 18- $\frac{1}{8}$ K	3.50

No. 63A

No. 102A

Telegraph Word	No.	
Dapper.....	64A—Plain Gold Band 18- $\frac{1}{8}$ K	\$5.00
Fickle.....	64B—Solid Gold Band 14 K.....	6.50
Fabric.....	65A—Plain Gold Band 18- $\frac{1}{8}$ K	6.00
Factor.....	65B—Solid Gold Band 14 K.....	7.50
Equity.....	102B—Solid Gold Tass 14 K.....	6.00

No. 64A

No. 65A

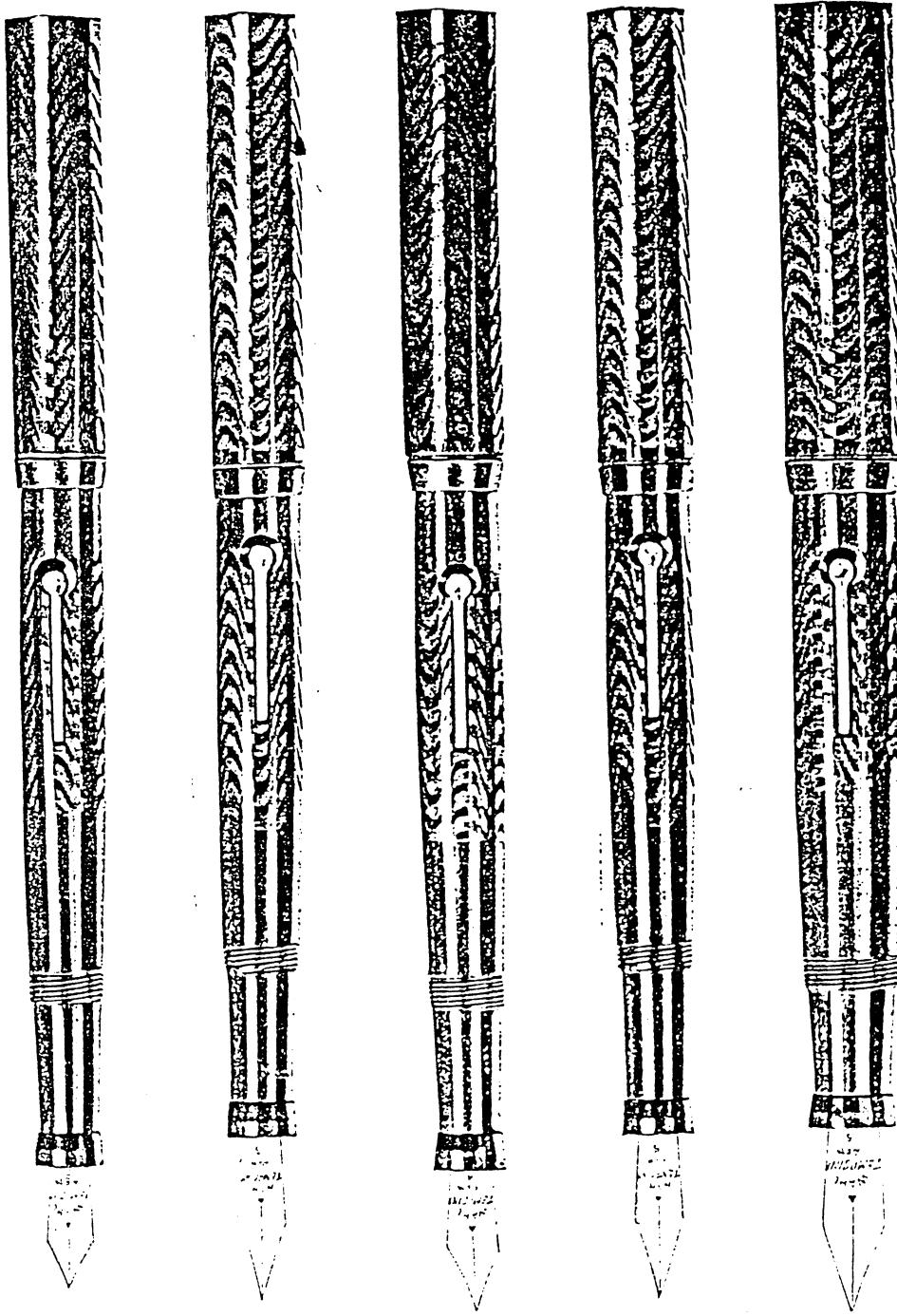
Bands are made in four styles—Plain, Colonial, Unique and Ribbon. See Mounted Pens on Page 12. Style must be specified in ordering.

The air-tight chamber of the Tempoint Pen keeps nib moist for instant writing and prevents "sweating" when the pen is carried in the pocket.

# TEMPOINT PENS

## THE SELF FILLING PEN

(ACTUAL SIZE)



Telegraph  
Word Electric  
No. 72-\$2.50

Gainsay  
No. 73-\$3.50

Gerald  
No. 74-\$1.00

Helen  
No. 75-\$5.00

Jackal  
No. 76-\$6.00

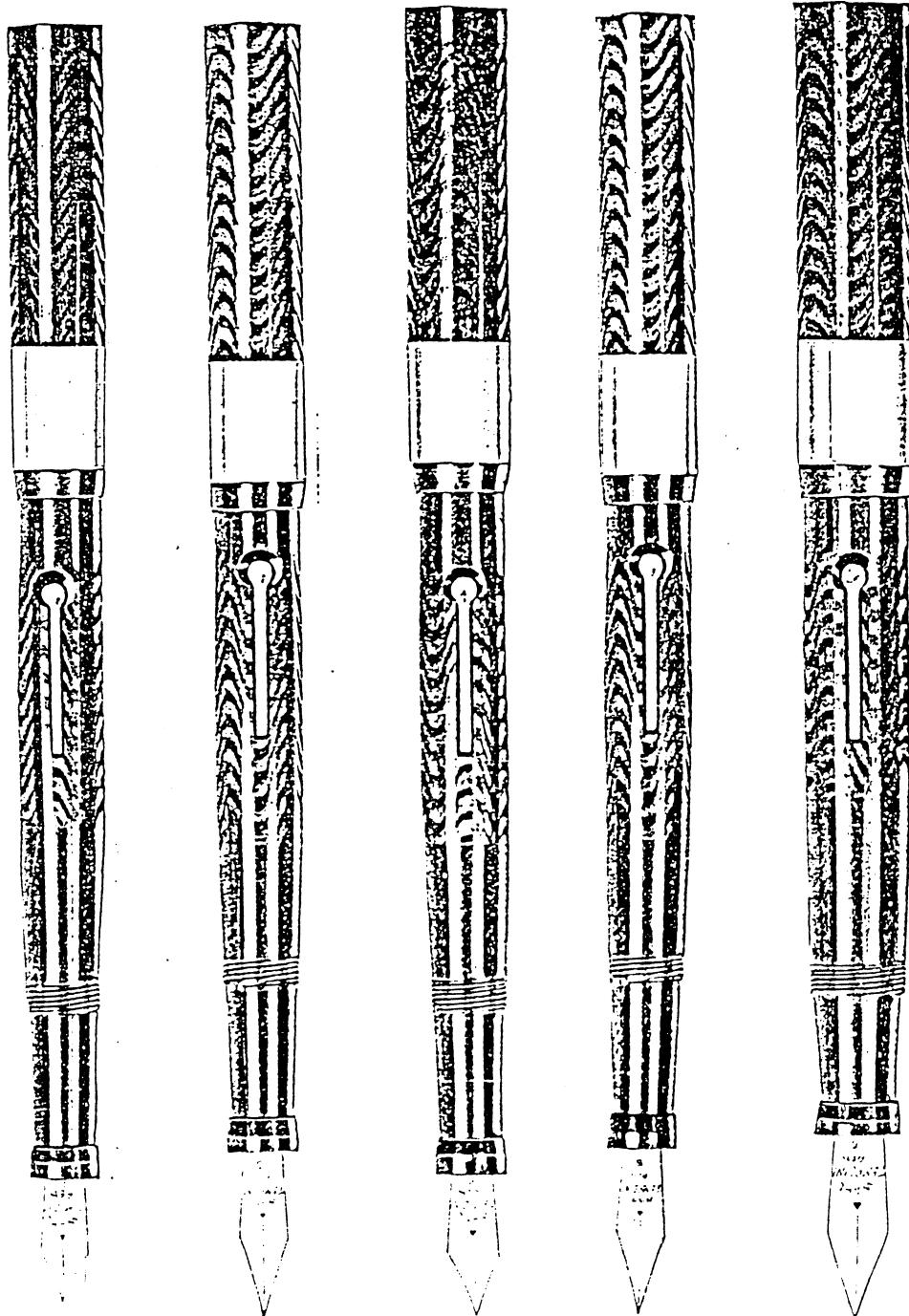
The gold of the Tempoint nib is fused about the ample iridium nib—not annealed. Then hand-hammered. Result, a steel-like hardness and flexibility.

Tele  
We  
Lam  
Men  
Nest  
Oak  
Pret

# TEMPOINT PENS

## BANDED PLINS

(ACTUAL SIZE)



No. 72A

Telegraph Word	No.
Lamar.....	72 A—Plain Gold Band 18- $\frac{1}{8}$ K
Mentor.....	72 B—Solid Gold Band 14 K.....
Nestor.....	73 A—Plain Gold Band 18- $\frac{1}{8}$ K
Oakley.....	73 B—Solid Gold Band 14 K.....
Pretext.....	74 A—Plain Gold Band 18- $\frac{1}{8}$ K

No. 73A

Telegraph Word	No.
Lamar.....	72 A—Plain Gold Band 18- $\frac{1}{8}$ K
Mentor.....	72 B—Solid Gold Band 14 K.....
Nestor.....	73 A—Plain Gold Band 18- $\frac{1}{8}$ K
Oakley.....	73 B—Solid Gold Band 14 K.....
Pretext.....	74 A—Plain Gold Band 18- $\frac{1}{8}$ K

No. 74A

Telegraph Word	No.
Lamar.....	72 A—Plain Gold Band 18- $\frac{1}{8}$ K
Mentor.....	72 B—Solid Gold Band 14 K.....
Nestor.....	73 A—Plain Gold Band 18- $\frac{1}{8}$ K
Oakley.....	73 B—Solid Gold Band 14 K.....
Pretext.....	74 A—Plain Gold Band 18- $\frac{1}{8}$ K

No. 75A

Telegraph Word	No.
Paris.....	74 B—Solid Gold Band 14 K.....
Palisade.....	75 A—Plain Gold Band 18- $\frac{1}{8}$ K
Oracle.....	75 B—Solid Gold Band 14 K.....
Quaker.....	76 A—Plain Gold Band 18- $\frac{1}{8}$ K
Pagan.....	76 B—Solid Gold Band 14 K.....

No. 76A

Telegraph Word	No.
Paris.....	74 B—Solid Gold Band 14 K.....
Palisade.....	75 A—Plain Gold Band 18- $\frac{1}{8}$ K
Oracle.....	75 B—Solid Gold Band 14 K.....
Quaker.....	76 A—Plain Gold Band 18- $\frac{1}{8}$ K
Pagan.....	76 B—Solid Gold Band 14 K.....

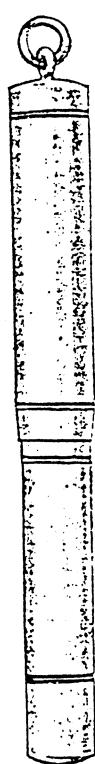
For style of bands see pages 9 and 12.

The Duralastic ink sack of the self filling Tempoint Pen is as durable as the Pen itself.  
A Tempoint is a friend for life.

# TEMPOINT PENS

## MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



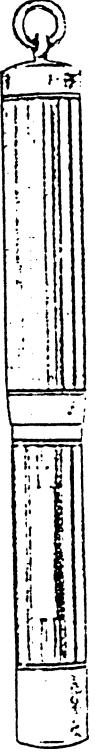
202A Plain



203A Colonial



201A Unique



205A Ribbon



206A Grecian Border

Telegraph Word	No.	
Pansy.....	202 A—18- $\frac{1}{8}$ K Gold.....	\$8.00
Parable.....	202 A-G—18- $\frac{1}{8}$ K Gold (Green). 8.00	
Puritan.....	202 B—14 K Solid Gold.....	25.00
Parley.....	202 B-G—18 K Solid Gold (Green).....	25.00
Parole.....	202 C—Sterling Silver.....	6.00
Passport.....	203 A—18- $\frac{1}{8}$ K Gold.....	\$8.00
Phantom.....	203 A-G—18- $\frac{1}{8}$ K Gold (Green). 8.00	
Pirate.....	203 B—14 K Solid Gold.....	25.00
Prophet.....	203 B-G—18 K Solid Gold (Green).....	25.00
Regent.....	203 C—Sterling Silver.....	6.00
Regime.....	204 A—18- $\frac{1}{8}$ K Gold.....	8.00
Reserve.....	204 A-C—18- $\frac{1}{8}$ K Gold (Green). 8.00	
Roman.....	204 B—14 K Solid Gold.....	25.00

Telegraph Word	No.	
Ruby.....	204 B-G—18 K Solid Gold (Green).....	\$25.00
Remus.....	204 C—Sterling Silver.....	6.00
Sable.....	205 A—18- $\frac{1}{8}$ K Gold.....	8.00
Sage.....	205 A-C—18- $\frac{1}{8}$ K Gold (Green). 8.00	
Simon.....	205 B—14 K Solid Gold.....	25.00
Scarlet.....	205 B-C—18 K Solid Gold (Green).....	25.00
Sector.....	205 C—Sterling Silver.....	6.00
Rhode.....	206 A—18- $\frac{1}{8}$ K Gold.....	8.00
Redfern.....	206 A-C—18- $\frac{1}{8}$ K Gold (Green). 8.00	
Relic.....	206 B—14 K Solid Gold.....	25.00
Rebuke.....	206 B-C—18 K Solid Gold (Green).....	25.00
Roscoe.....	206 C—Sterling Silver.....	6.00

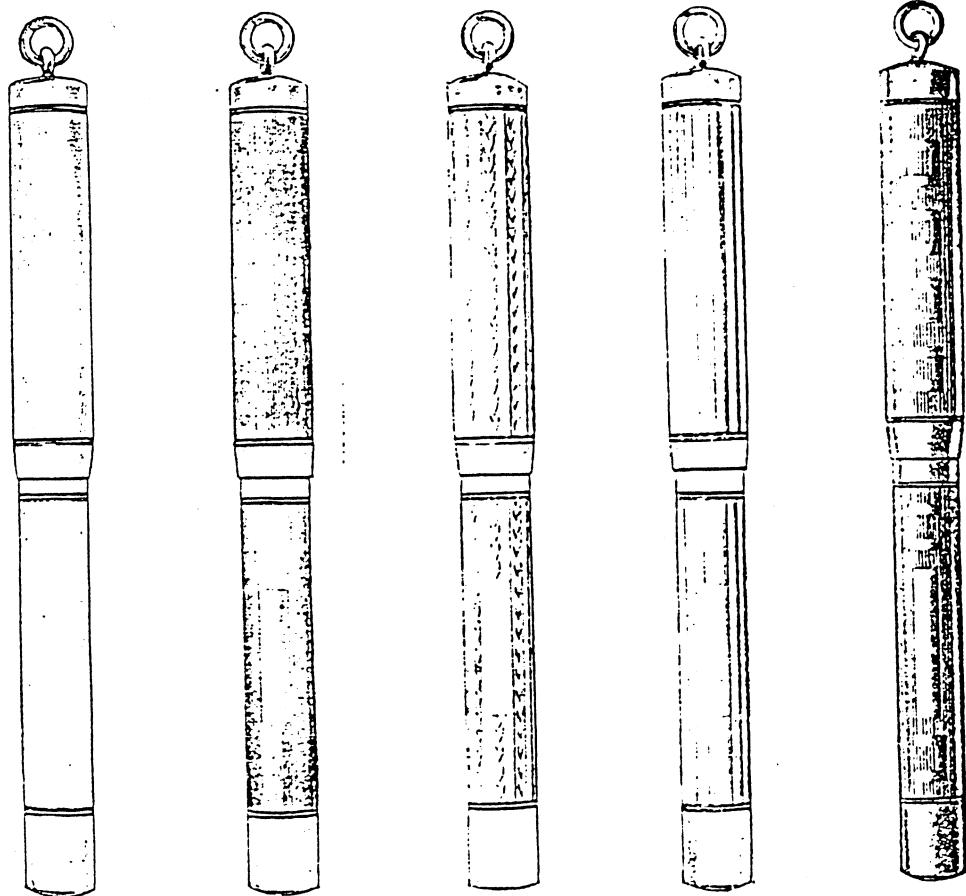
Color of gold, and whether Screw Joint or Self Filler is desired  
must be specified.

Back of every Tempoint Pen is the guarantee of a two-and-a-half-million-dollar concern.

# TEMPOINT PENS

## MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



302A Plain

Telegraph Word	No.	
Sanford	302 A—18-½ K Gold	\$10.00
Symbol	302 A-G—18-½ K Gold (Green)	10.00
Signal	302 B—14 K Solid Gold	30.00
Sloop	302 B-G—18 K Solid Gold (Green)	30.00
Staple	302 C—Sterling Silver	8.00
Sidney	303 A—18-½ K Gold	10.00
Tangent	303 A-G—18-½ K Gold (Green)	10.00
Target	303 B—14 K Solid Gold	30.00
Tempert	303 B-G—18 K Solid Gold (Green)	30.00
Tariff	303 C—Sterling Silver	8.00
Titan	304 A—18-½ K Gold	10.00
Tarpan	304 A-G—18-½ K Gold (Green)	10.00
Tartar	304 B—14 K Solid Gold	30.00

303A Colonial

304A Unique

305A Ribbon

306A Grecian Border

Telegraph Word	No.	
Templar	304 B-G—18 K Solid Gold (Green)	\$30.00
Usher	304 C—Sterling Silver	8.00
Velvet	305 A—18-½ K Gold	10.00
Venus	305 A-G—18-½ K Gold (Green)	10.00
Vortex	305 B—14 K Solid Gold	30.00
Vesper	305 B-G—18 K Solid Gold (Green)	30.00
Vogue	305 C—Sterling Silver	8.00
Random	306 A—18-½ K Gold	10.00
Rally	306 A-G—18-½ K Gold (Green)	10.00
Ralph	306 B—14 K Solid Gold	30.00
Reckon	306 B-G—18 K Solid Gold (Green)	30.00
Report	306 C—Sterling Silver	8.00

The Tempoint Pen is scientifically balanced for comfortable writing—no writer's cramp.

Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

# TEMPOINT PENS

## HAND ENGRAVED MOUNTS

(SCREW JOINT OR SELF FILLER AS DESIRED)



No. 420 B



No. 430 B



No. 520 B



No. 530 B



No. 620 B



No. 630 B



No. 930 B

Telegraph Word	No.	
Yearling.....	420 B—14 Karat Solid Gold.....	\$30.00
Yankee.....	420 B-G—18 Karat Solid Gold (Green).....	30.00
Vulcan.....	420 C—Sterling Silver.....	3.00
Condax.....	430 B—14 Karat Solid Gold.....	35.00
Confute.....	430 B-G—18 Karat Solid Gold (Green).....	35.00
Chessman....	430 C—Sterling Silver.....	10.00
Yuma.....	520 B—14 Karat Solid Gold.....	32.50
Watch.....	520 B-G—18 Karat Solid Gold (Green).....	32.50
Welkin.....	520 C—Sterling Silver.....	10.00
Ward.....	530 B—14 Karat Solid Gold.....	37.50
Winter.....	530 B-G—18 Karat Solid Gold (Green).....	37.50

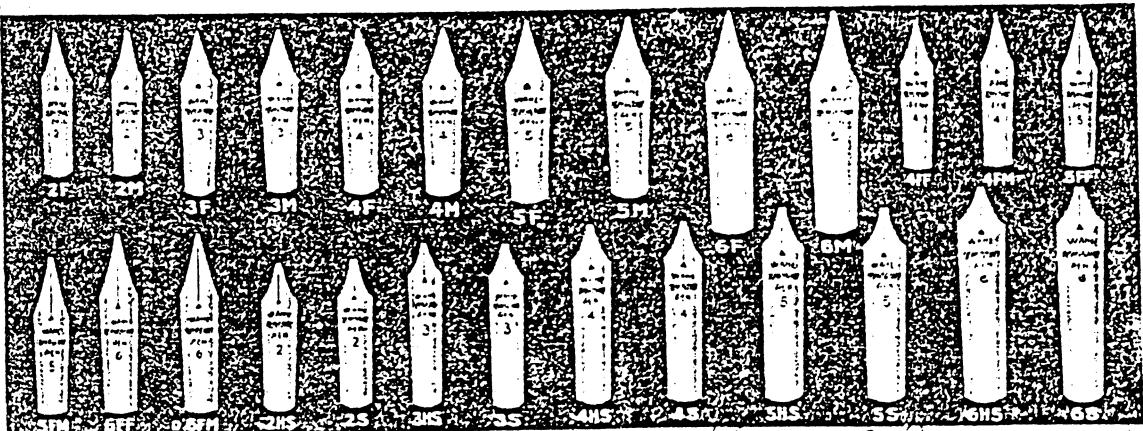
Telegraph Word	No.	
Warwick.....	530 C—Sterling Silver.....	\$12.00
Welfare.....	620 B—14 Karat Solid Gold.....	35.00
Welcome....	620 B-G—18 Karat Solid Gold (Green).....	35.00
Weapon.....	620 C—Sterling Silver.....	12.00
Willard.....	630 B—14 Karat Solid Gold.....	10.00
Wolftrain....	630 B-G—18 Karat Solid Gold (Green).....	10.00
Wasey.....	630 C—Sterling Silver.....	15.00
Wilke.....	930 B—14 Karat Solid Gold De Luxe.....	50.00
York.....	930 B-G—18 Karat Solid Gold De Luxe (Green).....	50.00

Made in Sterling Silver, 14 Karat Solid Gold, Yellow or Green; color of gold and whether Screw Joint or Self Filler is desired, must be specified.

A Tempoint purchase is a purchase for all time. Tempoint users are so delighted that they never have to consider some other pen.

# TEMPOINT WRITING CHART

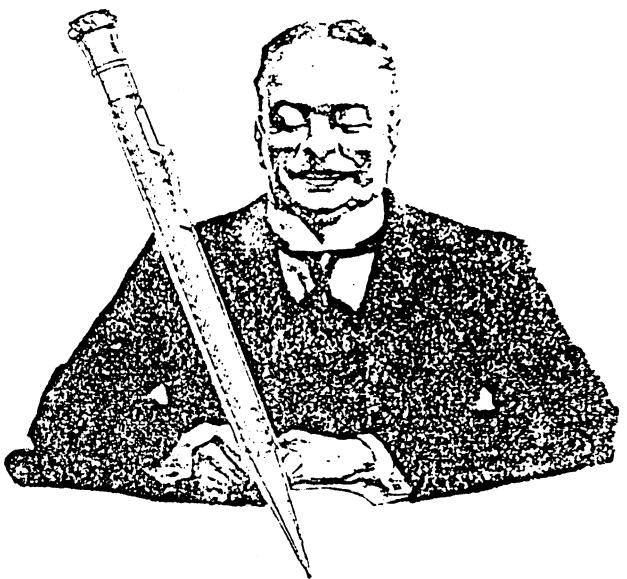
*There's A Tempoint that Writes Like You*



2F	Grace T. Andrew	5FM	Hannah P. Rogers
2M	Fred Greening	6FF	Lillian Shaw
3F	Harriet S. Albright	6FM	J. C. Burton
3M	Josephine McGehee	2HS	O. L. Clapp.
4F	T. W. Jervis	2S	H. O. Harris
4M	Alma Louise	3HS	Grace Page-Wood
5F	Reuben Spomer	3S	Fred K. Misan
5M	Ashleyman	4HS	Dr. C. H. Nichols
6F	Pauline B. Weston	4S	Grace Marie Robertson
6M	Mary E.	5HS	M. H. Howell
4FF	Loretta Huston	5S	John Woodruff
4FM	W. S. Tracy	6HS	Oscar M. Bryant
5FF	B. N. Cochardt	6S	C. Duke Price

And Every Tempoint Pen Has 10  
Superior Features. Ask About Them!

The Tempoint Writing Chart is what you have long been looking for—a practical aid to quick pen selling and an absolutely sure guide to accurate individual pen selection. It assures lasting writing comfort to every one of your customers—young or old, slow writers or fast ones, light writers or heavy ones.



## EVERSHARP PENCILS

The skeleton cut to the right shows the ingenious construction of the Eversharp Pencil.

The point is always sharp, never sharpened, for the Eversharp sharpens itself. No whittling, no lost motion, no lost lead, no interrupted thought.

And every stroke sharp and clean-cut. Easy writing, easy reading.

There's enough lead for a quarter million words, 18 inches of lead in all. Twenty-five cents at long intervals replenishes the supply—ten thousand words one cent.

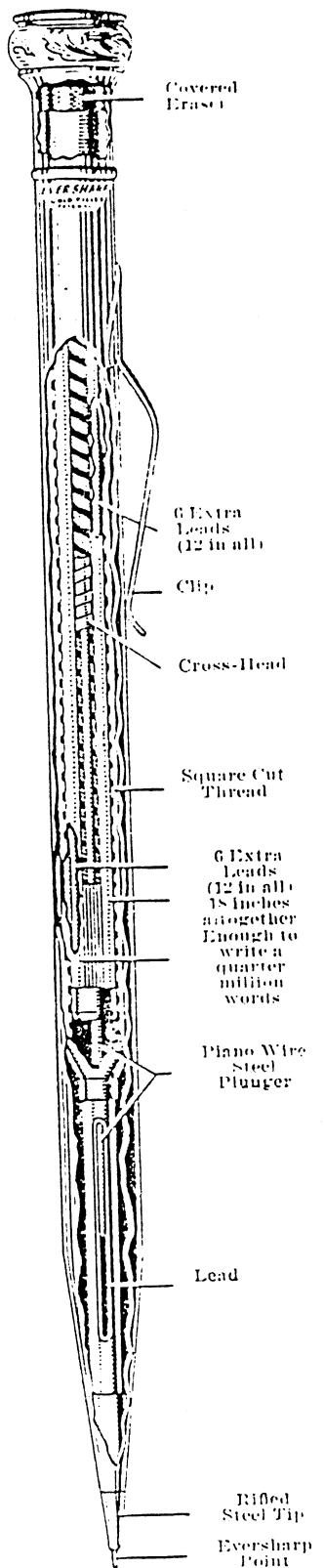
There's a handy eraser, under cover until needed. Ready instantly.

The built-in Wahl pocket clip prevents Pencil from working out of the pocket.

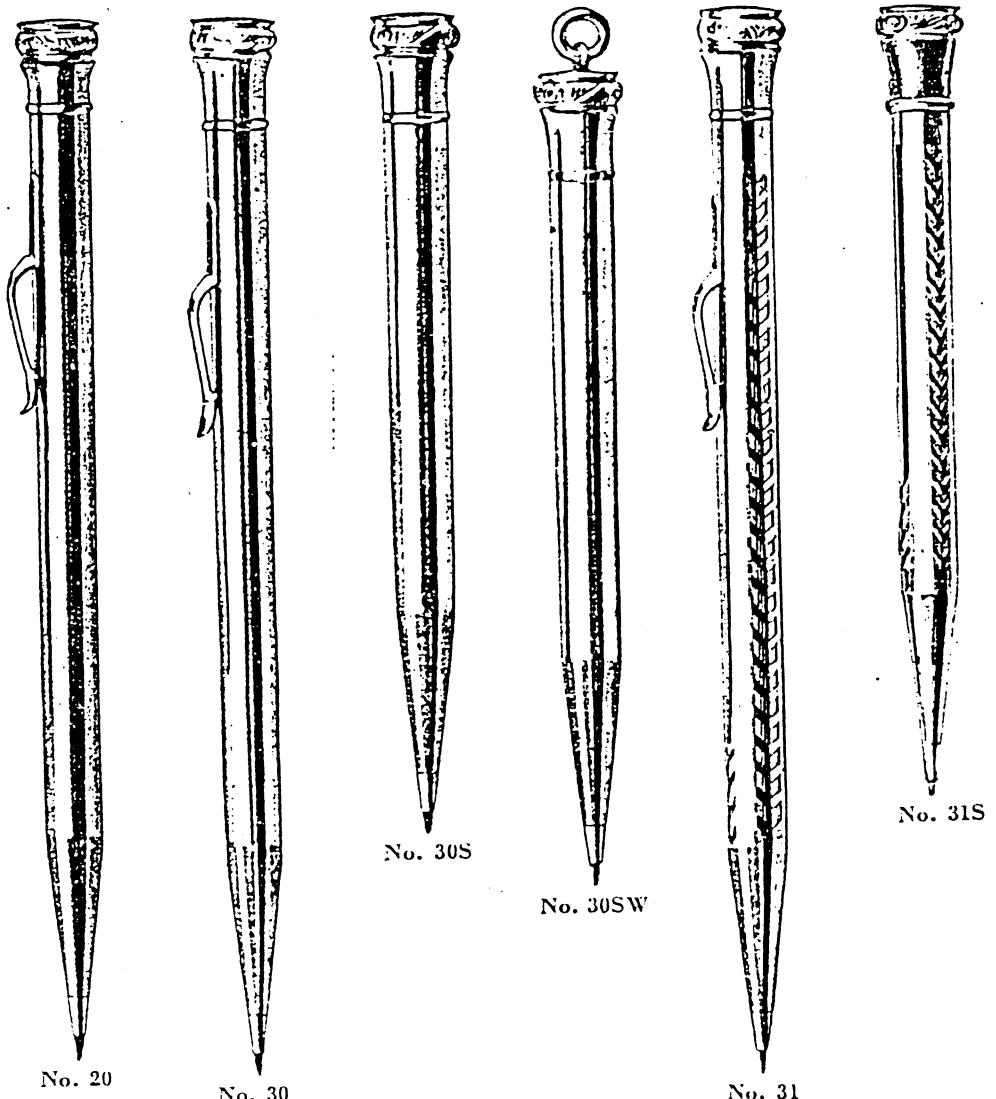
The rifled steel tip insures a sharp, steady, ready point for every word and every dot. It tapers down to the lead itself, insuring that graceful writing quality and scholarly touch of pencil to paper so much appreciated by all good writers.

The Eversharp is constructed with jeweler precision throughout. It is as good to the eye as it is in the hand. If anything ever brought pride of ownership it is an Eversharp Pencil. Eversharp owners are discriminating people.

Eversharp Leads come in various degrees of hardness. From lead to cap the Eversharp is truly King of the Pencils—a striking advance in pencil construction and utility.



# EVERSHARP PENCILS

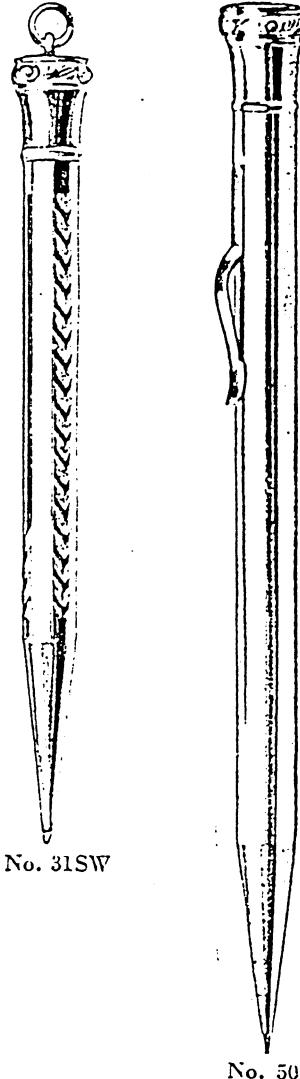


Telegraph Word	No.		
Abbot.....20		Plain Silver Plate.....	\$1.00
Alger.....30		Plain Triple Silver Plate.....	1.50
Ablaze.....30S		Vest Pocket Plain Triple Silver Plate.....	1.50
Abyss.....30SW		Vest Pocket Plain Triple Silver With Ring.....	1.75
Anchor.....31		Chased Triple Silver Plate.....	1.50
Adair.....31S		Vest Pocket Chased Triple Silver Plate.....	1.50

An Eversharp Pencil is a thing of beauty and a joy forever. Every user is proud to own it and to write with it.

*Note—Always use telegraph word when wiring orders*

# EVERSHARP PENCILS



No. 31SW

No. 50



No. 50S

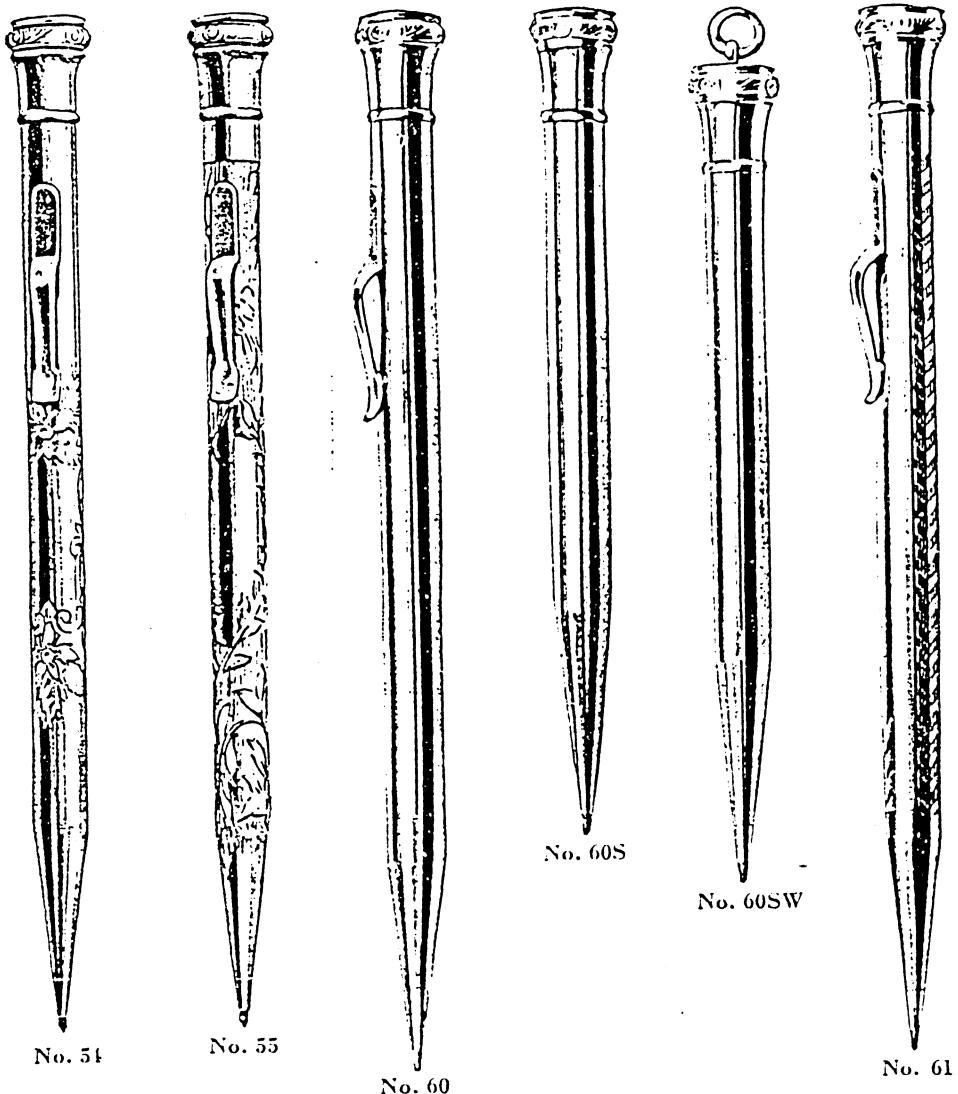
No. 50SW

No. 51

Telegraph Word	No.		
Allen.....	31SW	Vest Pocket Chased Triple Silver, with Ring.....	\$1.75
Carter.....	50	Plain Sterling Silver.....	2.50
Clinton.....	50S	Vest Pocket Sterling Silver.....	2.00
Cedar.....	50SW	Vest Pocket Sterling Silver With Ring.....	2.50
Canyon.....	51	Checkered Sterling Silver.....	3.00
Calhoun.....	51S	Vest Pocket Sterling Silver.....	2.50
Cabin.....	51SW	Vest Pocket Sterling Silver With Ring.....	3.00

The Eversharp is always sharp—never sharpened. Nothing could please any writer more.

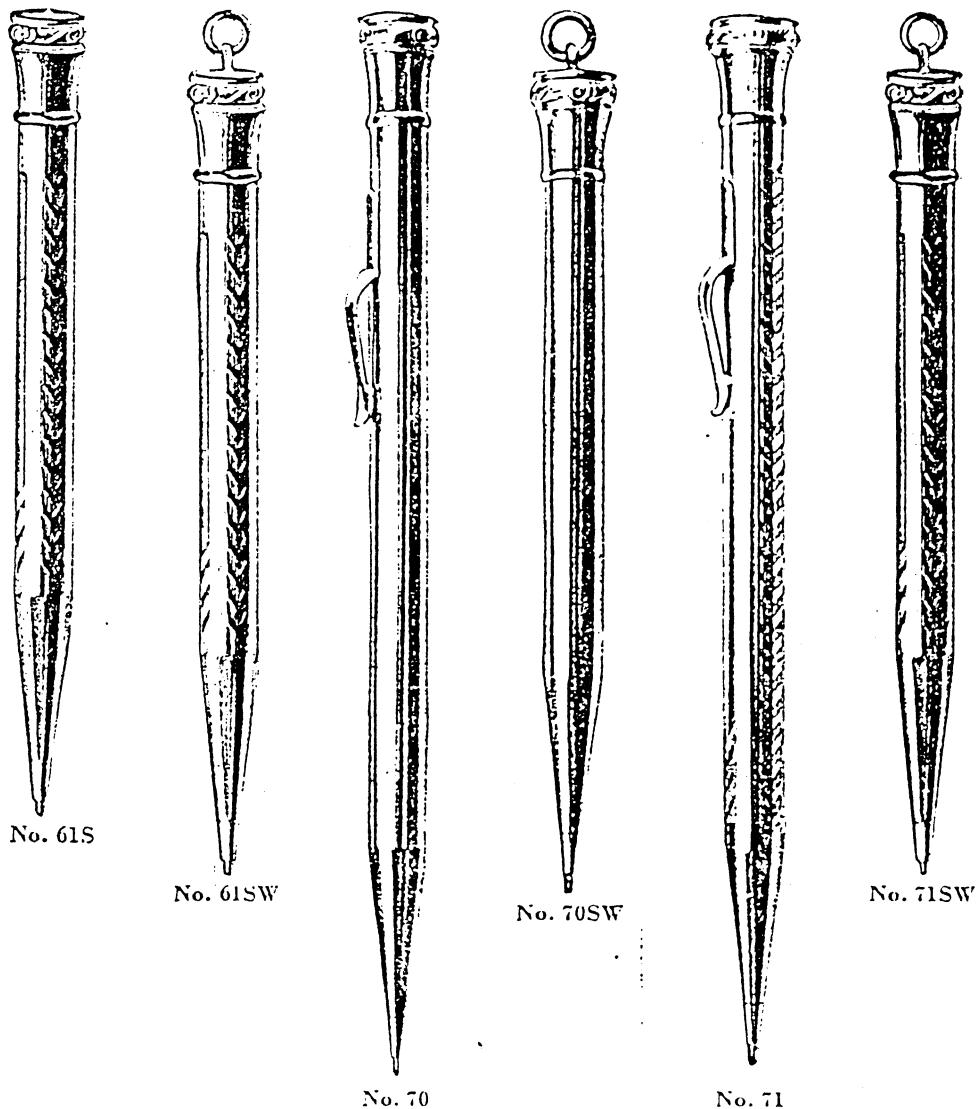
## *EVERSHARP PENCILS*



Telegraph Word	No.		
Cadet.....	54	Hand Engraved Sterling Silver.....	\$1.00
Captive.....	51S	Vest Pocket Hand Engraved Sterling Silver.....	3.50
Compass....	51SW	Vest Pocket Hand Engraved Sterling Silver With Ring....	4.00
Convert.....	55	Hand Engraved Sterling Silver.....	5.00
Chain.....	55S	Vest Pocket Hand Engraved Sterling Silver.....	4.50
Douglas....	55SW	Vest Pocket Hand Engraved Sterling Silver With Ring ....	5.00
Dodge.....	60	Plain 12 K. Gold Filled.....	3.00
Drama.....	60S	Vest Pocket Gold Filled.....	2.50
Dawson....	60SW	Vest Pocket Gold Filled With Ring.....	3.00
Diamond....	61	Checkered Gold Filled.....	3.50

The built-in Wahl pocket clip keeps the Eversharp Pencil a bosom companion for life.

# EVERSHARP PENCILS



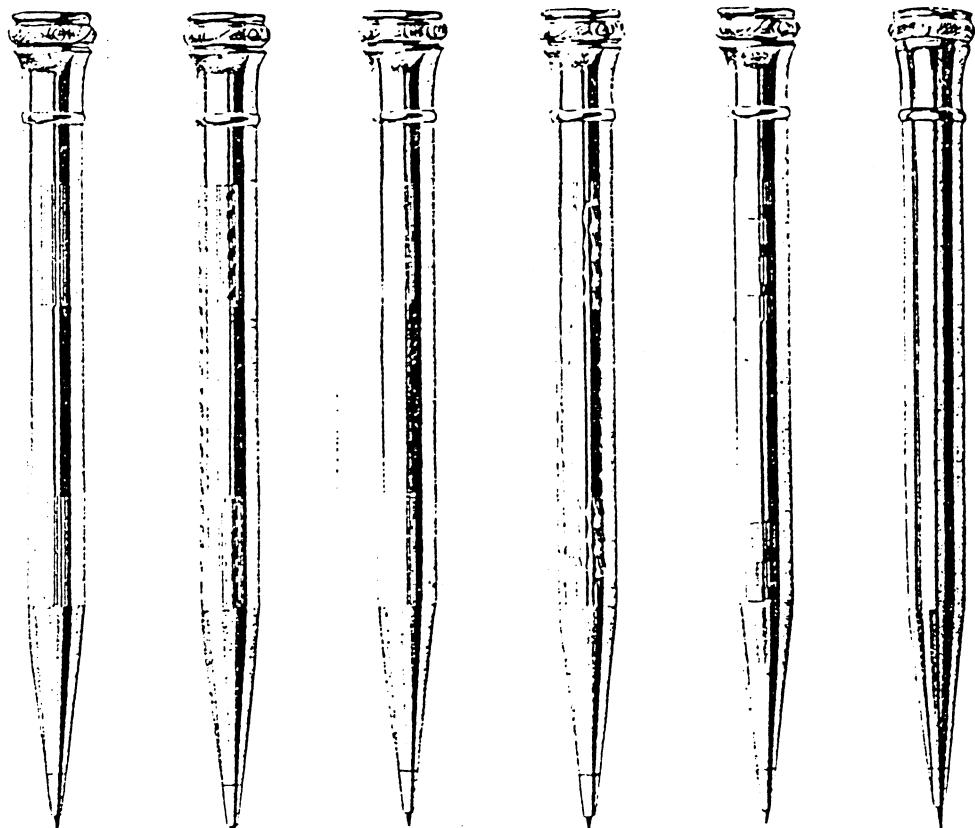
Telegraph Word	No.		
Emerald.....	61S	Vest Pocket Checkered Gold Filled.....	\$3.00
Eagle.....	61SW	Vest Pocket Checkered Gold Filled With Ring .....	3.50
Kale.....	70	Plain 18 K. Gold Filled (Green).....	4.00
Kilt.....	70S	Vest Pocket Plain 18 K. Gold Filled (Green).....	3.50
Koran.....	70SW	Vest Pocket Gold Filled With Ring (Green).....	4.00
Knave.....	71	Checkered Gold Filled (Green).....	4.50
Kepper.....	71S	Vest Pocket Checkered Gold Filled (Green).....	4.00 -
Kenneth.....	71SW	Vest Pocket Checkered Gold Filled (Green) With Ring.....	4.50

The handy eraser is another Eversharp convenience. Under cover until wanted, then there instantly.

# EVERSHARP PENCILS

## ENGINE TURNED DESIGNS

VEST POCKET SIZE



Colonial  
No.  
45S  
10S  
73S  
16S  
79S  
93S  
81S

Unique  
No.  
46S  
11S  
71S  
17S  
80S  
91S  
85S

Ribbon  
No.  
47S  
12S  
75S  
18S  
81S  
95S  
86S

Zigzag  
No.  
48S  
13S  
76S  
19S  
82S  
96S  
87S

Grecian Border  
No.  
49S  
11S  
77S  
21S  
83S  
97S  
88S

Plain  
No.  
15S  
78S

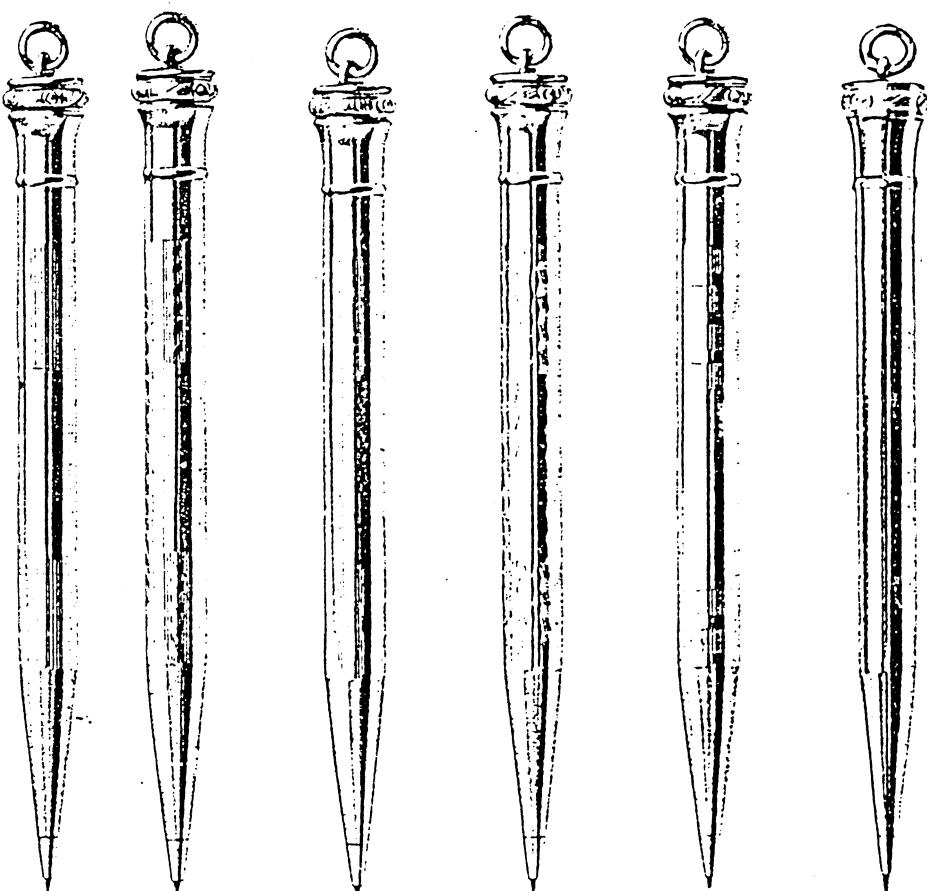
Telegraph Word	No.	
Boone	45 S	Sterling Silver..... \$ 4.00
Edward	10 S	Gold Filled..... 4.50
Lava	73 S	Gold Filled (Green)..... 5.50
Harmony	16 S	—14 K. $\frac{1}{4}$ Gold..... 11.00
Pandor	79 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 11.00
Venture	93 S	Solid Gold..... 21.00
Realm	84 S	Solid Gold (Green)..... 21.00
Burke	46 S	Sterling Silver..... 4.00
Franklin	11 S	Gold Filled..... 4.50
Loot	74 S	Gold Filled (Green)..... 5.50
Hooker	17 S	—14 K. $\frac{1}{4}$ Gold..... 11.00
Patriot	30 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 11.00
Virtue	94 S	Solid Gold..... 21.00
Rebel	85 S	Solid Gold (Green)..... 21.00
Baldwin	17 S	Sterling Silver..... 4.00
Fremont	12 S	Gold Filled..... 4.50
Mirage	75 S	Gold Filled (Green)..... 5.50
Irwin	18 S	—14 K. $\frac{1}{4}$ Gold..... 11.00
Requite	81 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 11.00
Temper	95 S	Solid Gold..... 21.00

Telegraph Word	No.	
Stout	86 S	Solid Gold (Green)..... \$21.00
Blaine	48 S	Sterling Silver..... 4.00
Grant	13 S	Gold Filled..... 4.50
Neutral	76 S	Gold Filled (Green)..... 5.50
Julek	19 S	—14 K. $\frac{1}{4}$ Gold..... 11.00
Richard	82 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 11.00
Thomas	96 S	Solid Gold..... 21.00
Success	87 S	Solid Gold (Green)..... 21.00
Clay	19 S	Sterling Silver..... 4.00
Galla	14 S	Gold Filled..... 4.50
Ornate	77 S	Gold Filled (Green)..... 5.50
Jockey	21 S	—14 K. $\frac{1}{4}$ Gold..... 11.00
Restrain	83 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 11.00
Thunder	97 S	Solid Gold..... 21.00
Saint	88 S	Solid Gold (Green)..... 21.00
Garfield	15 S	—14 K. Gold..... 9.00
Pall	78 S	—18 K. $\frac{1}{4}$ Gold (Green)..... 9.00

# EVERSHARP PENCILS

## ENGINE TURNED DESIGNS

VEST POCKET SIZE WITH RING



Colonial  
No.

Unique  
No.

Ribbon  
No.

Zigzag  
No.

Grecian Border  
No.

Plain  
No.

45SW

46SW

47SW

48SW

49SW

15SW

10SW

11SW

12SW

13SW

14SW

78SW

73SW

74SW

75SW

76SW

77SW

16SW

17SW

18SW

19SW

21SW

79SW

80SW

81SW

82SW

83SW

93SW

94SW

95SW

96SW

97SW

84SW

85SW

86SW

87SW

88SW

Telegraph  
Word

Telegraph Word	No.	
Butler	45SW	Sterling Silver..... \$ 4.50
Elmore	10SW	Gold Filled..... 5.00
Lantern	73SW	Gold Filled (Green)..... 6.00
Huron	16SW	—14 K. $\frac{1}{4}$ Gold..... 12.00
Parade	79SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 12.00
Vizard	93SW	Solid Gold..... 22.00
Ruth	81SW	Solid Gold (Green)..... 22.00
Boulder	46SW	Sterling Silver..... 4.50
Ford	11SW	Gold Filled..... 5.00
Lynx	74SW	Gold Filled (Green)..... 6.00
Jackson	17SW	—14 K. $\frac{1}{4}$ Gold..... 12.00
Portal	80SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 12.00
Vigor	91SW	Solid Gold..... 22.00
Relate	85SW	Solid Gold (Green)..... 22.00
Benton	47SW	Sterling Silver..... 4.50
Fountain	12SW	Gold Filled..... 5.00
Mode	75SW	Gold Filled (Green)..... 6.00
Harper	18SW	—14 K. $\frac{1}{4}$ Gold..... 12.00
Robey	31SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 12.00

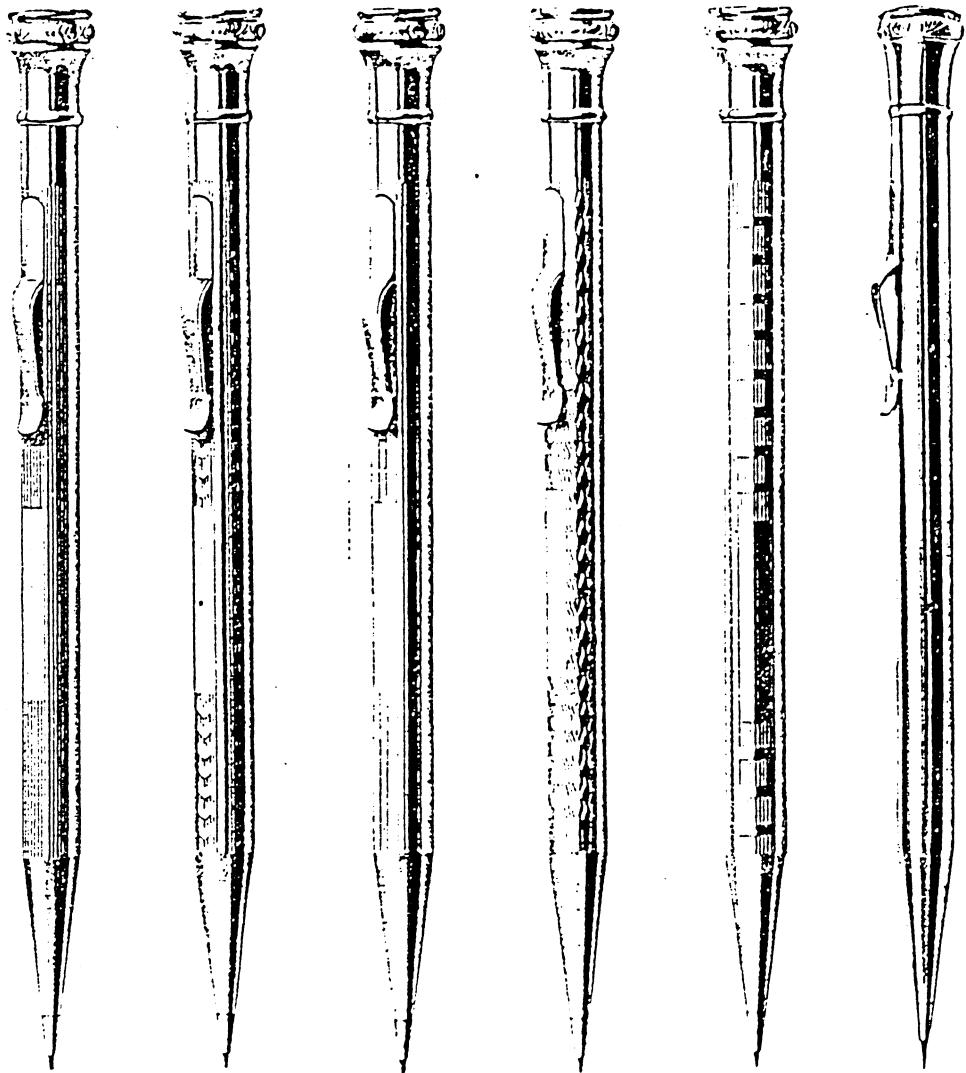
Telegraph  
Word

Telegraph Word	No.	
Thrall	95SW	Solid Gold..... \$22.00
Strength	86SW	Solid Gold (Green)..... 22.00
Chase	48SW	Sterling Silver..... 4.50
Gentry	13SW	Gold Filled..... 5.00
Nectar	76SW	Gold Filled (Green)..... 6.00
Joker	19SW	—14 K. $\frac{1}{4}$ Gold..... 12.00
Resolve	82SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 12.00
Tyler	96SW	Solid Gold..... 22.00
Sudden	87SW	Solid Gold (Green)..... 22.00
Cloud	49SW	Sterling Silver..... 4.50
Grover	14SW	Gold Filled..... 5.00
Orion	77SW	Gold Filled (Green)..... 6.00
Jargon	21SW	—14 K. $\frac{1}{4}$ Gold..... 12.00
Ripe	83SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 12.00
Tipper	97SW	Solid Gold..... 22.00
Stanley	88SW	Solid Gold (Green)..... 22.00
Harding	15SW	—14 K. $\frac{1}{4}$ Gold..... 10.00
Pallet	78SW	—18 K. $\frac{1}{4}$ Gold (Green)..... 10.00

Telegraph Words:  
 Barr Entic Kem Hask Palm Vaur Roya Bake Elmv Lode Huds Patrc Victc Rifle Bent Fultc Marc How Ques

# EVERSHARP PENCILS

## ENGINE TURNED DESIGNS



Colonial  
No.  
45 10  
73 16  
79 93 84

Unique  
No.  
46 11  
74 17  
80 94 85

Ribbon  
No.  
47 12  
75 18  
81 95 86

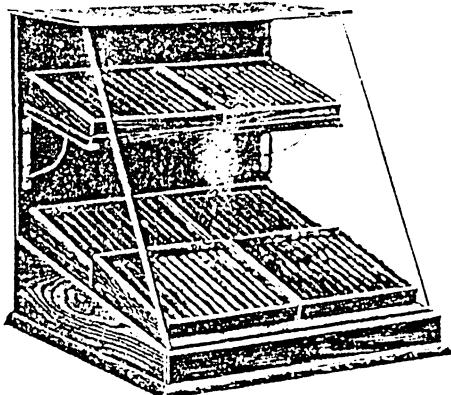
Zigzag  
No.  
48 13  
76 19  
82 96 87

Grecian Border  
No.  
49 14  
77 21  
83 97 88

Plain  
No.  
15 78

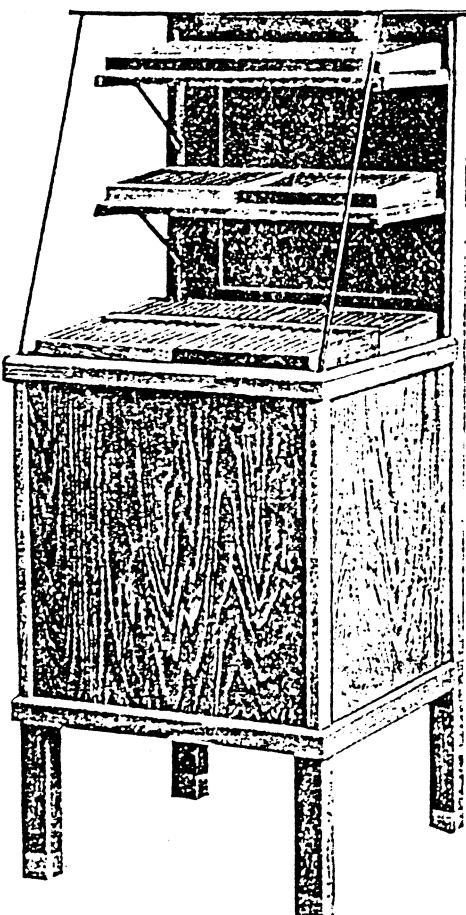
Telegraph Word		No.
Barron	45	Sterling Silver.....
Entice	10	Gold Filled.....
Kemer	73	Gold Filled (Green) .....
Haskel	16	14 K. 1/4 Gold.....
Palm	79	18 K. 1/4 Gold (Green) .....
Vaunt	93	Solid Gold.....
Royal	84	Solid Gold (Green) .....
Baker	46	Sterling Silver.....
Elmwood	11	Gold Filled.....
Lode	74	Gold Filled (Green) .....
Hudson	17	14 K. 1/4 Gold.....
Patron	80	18 K. 1/4 Gold (Green) .....
Victor	94	Solid Gold.....
Rifle	85	Solid Gold (Green) .....
Benton	47	Sterling Silver.....
Fulton	12	Gold Filled.....
Marcel	75	Gold Filled (Green) .....
Howard	18	14 K. 1/4 Gold.....
Quest	81	18 K. 1/4 Gold (Green) .....

Telegraph Word		No.	
Tardy	95	Solid Gold.....	\$25.00
Statue	86	Solid Gold (Green) .....	25.00
Brown	48	Sterling Silver.....	4.50
Fleming	13	Gold Filled.....	5.00
Nabob	76	Gold Filled (Green) .....	6.00
Janus	19	14 K. 1/4 Gold.....	12.00
Reason	82	18 K. 1/4 Gold (Green) .....	12.00
Truth	96	Solid Gold.....	25.00
Stroke	87	Solid Gold (Green) .....	25.00
Clark	49	Sterling Silver.....	4.50
Granite	14	Gold Filled.....	5.00
Nebula	77	Gold Filled (Green) .....	6.00
Jasper	21	14 K. 1/4 Gold.....	12.00
Respite	83	18 K. 1/4 Gold (Green) .....	12.00
Tropic	97	Solid Gold.....	25.00
Stephen	88	Solid Gold (Green) .....	25.00
Gaston	15	14 K. 1/4 Gold.....	10.00
Olive	78	18 K. 1/4 Gold (Green) .....	10.00



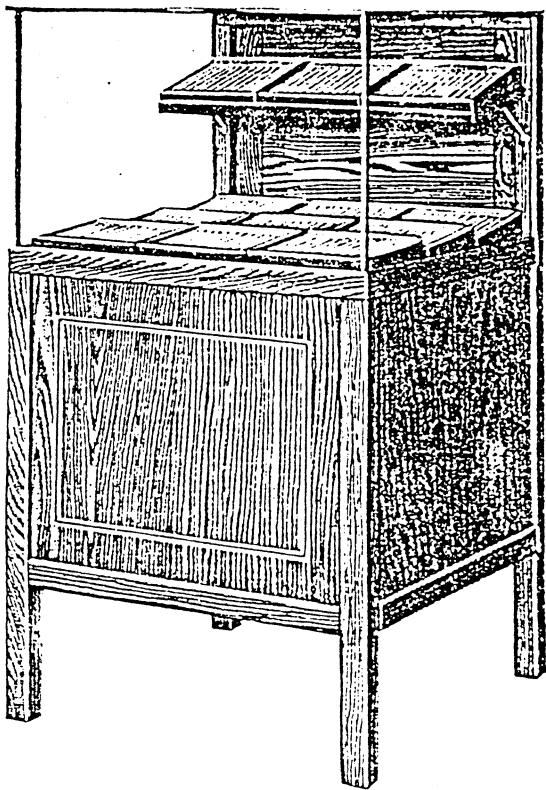
CASE No. 3

Case No. 3 is an ideal counter case which makes an attractive display. It holds six dozen pens or pencils or can be used to display four dozen fountain pens in the bottom trays, and two dozen pencils in the shelf trays. There is a storage space in the base of this case. It is loaned with six dozen pens or a combination of four dozen pens and two dozen pencils.



CASE No. 4

Case No. 4 is a case particularly suitable for a store where conservation of space is required. It makes an effective display, and is a very convenient case from which to make sales. It holds eight dozen pens or pencils, with a large storage place for considerable stock.



CASE No. 5

Case No. 5 is a real salesman—stands squarely on the floor and shows all goods so that everybody can see them at a glance. The twelve trays in this case are arranged so as to furnish an ideal display and selling advantage. This strong durable case is supplied with an order for one gross of pens.

## PENCIL REPAIRS

### ANOTHER SOURCE OF PROFIT

When your customer brings in a broken Eversharp Pencil, or one from which a part is missing, it is a simple matter to furnish a new tip, or magazine, or jump ring, or barrel or something else and make a substantial profit on the sale.

This repair business is automatic, requiring no special effort from you.

At the bottom of this page we show a table of Pencil Repair charges—each of which represents a good margin to you. The work of clearing clogged tips or tightening loose clips is so easy that you will not want to charge for it—yet it is work that builds trade by bringing people into your store.

#### PENCIL REPAIR CHARGES. NET TO TRADE

Number	Tip	Cap		Jump		Cap		One Dent	Two Dents	Clip Broken	Clip Loose		
		Clogged	Magazine	Cap	with Ring	Ring	Bushing						
20	\$0.25	N-C	\$0.50	\$0.25	\$0.50	\$0.15	\$0.25	\$0.50	....	\$0.40	\$0.50	\$0.30	N-C
30	25	N-C	50	30	55	15	25	65	\$0.50	40	50	30	N-C
31	25	N-C	50	30	55	15	25	65	50	40	50	30	N-C
50	25	N-C	50	40	65	15	25	1.00	75	50	65	40	N-C
51	25	N-C	50	40	65	15	25	1.25	1.00	50	65	40	N-C
52	25	N-C	50	40	65	15	25	1.50	1.25	50	65	40	N-C
53	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
54	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
55	25	N-C	50	40	65	15	25	2.50	2.00	60	75	40	N-C
56	25	N-C	50	40	65	15	25	3.50	3.00	70	85	40	N-C
57	25	N-C	50	40	65	15	25	4.00	3.50	70	85	40	N-C
60	25	N-C	50	50	75	20	25	2.00	1.50	50	65	50	N-C
61	25	N-C	50	50	75	20	25	2.25	1.75	50	65	50	N-C
62	25	N-C	50	50	75	20	25	2.50	2.00	60	75	50	N-C
70	25	N-C	50	60	75	25	25	2.50	2.00	60	75	65	N-C
71	25	N-C	50	60	85	25	25	2.75	2.25	60	75	65	N-C
72	25	N-C	50	60	85	25	25	3.00	3.00	60	75	65	N-C
90	30	N-C	1.25	2.00	2.50	1.50	30	15.00	12.00	1.00	1.50	2.50	N-C
91	30	N-C	1.25	2.00	2.50	1.50	30	20.00	17.00	1.00	1.50	2.50	N-C
92	30	N-C	1.50	2.00	2.50	1.50	30	45.00	30.00	1.00	2.00	2.50	N-C

\*No charge on items marked N-C.

5/7/5

V6-05

## PEN REPAIRS BUILD PERMANENT PATRONAGE

Pen Repairs are profitable to the Wahl dealer in the same way that Pencil Repairs are profitable.

They afford an important means of making every sale of a Wahl Tempoint Pen create a permanent customer.

The Wahl Tempoint Fountain Pen is fully guaranteed as to workmanship and material. If for any reason the pen is not satisfactory to your customer he has the privilege of exchanging it until satisfied. In case of accident or loss, we keep the separate parts always in stock for the convenience of our customers. All correspondence will receive our prompt and careful attention. Below is the price list of separate parts. Net to Trade.

*NO. ON HOLDER	GOLD PENS			Feed bar	Point Section	Barrel	Cap	Duralastic Sack
	No. on Gold Pen	Price	Allowance for Old Gold					
2, 12, 32, 62, 72	2	\$1.25	\$0.20	\$0.60	\$0.75	\$0.75	\$0.40	\$0.30
3, 13, 33, 63, 73	3	1.50	.30	.60	.75	.75	.40	.30
4, 14, 34, 64, 74	4	1.75	.40	.60	.75	1.00	.50	.30
5, 15, 35, 65, 75	5	2.25	.50	.60	.75	1.25	.60	.40
16, 76	6	2.75	.60	.75	.90	1.50	.70	.45

\*Numbers are stamped on butt end of every holder.

Straightening Gold Pen ..... \$0.50

Repointing Gold Pen ..... .75

Cleaning and Adjusting of Old Pens .30

Exchange of Nibs on Used Pens.... .50

### IMPORTANT

- (1) Send complete holder, stating fully as to the necessary parts desired in order to insure satisfactory service.
- (2) Mark plainly on the package your name and address so there will be no difficulty in identifying your pen.
- (3) In ordering gold pens always state whether you desire fine, medium, coarse, half-stub, or stub points.
- (4) To prevent loss, package should be sent by registered mail.
- (5) Always send your pen direct to us or through our authorized representative, when it needs repairing, adjusting or a new part supplied. You will find this method to be least expensive, less troublesome, and most satisfactory.
- (6) The Wahl Tempoint Fountain Pen is fully protected by patents and any infringement will be duly prosecuted.

*Charles Burton*

1



*Blara Munsey*

3

**GEORGE SMITH**

4

**WILLIAM BROWN**

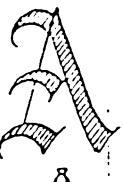
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**GEORGE S. SKELDON**

6



7



8



9



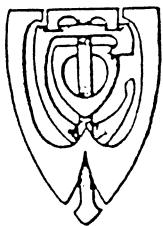
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11



12



13



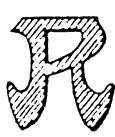
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15



16



18



19



20



17



22



24

*Jack THE WAHL CO. Grace*

25

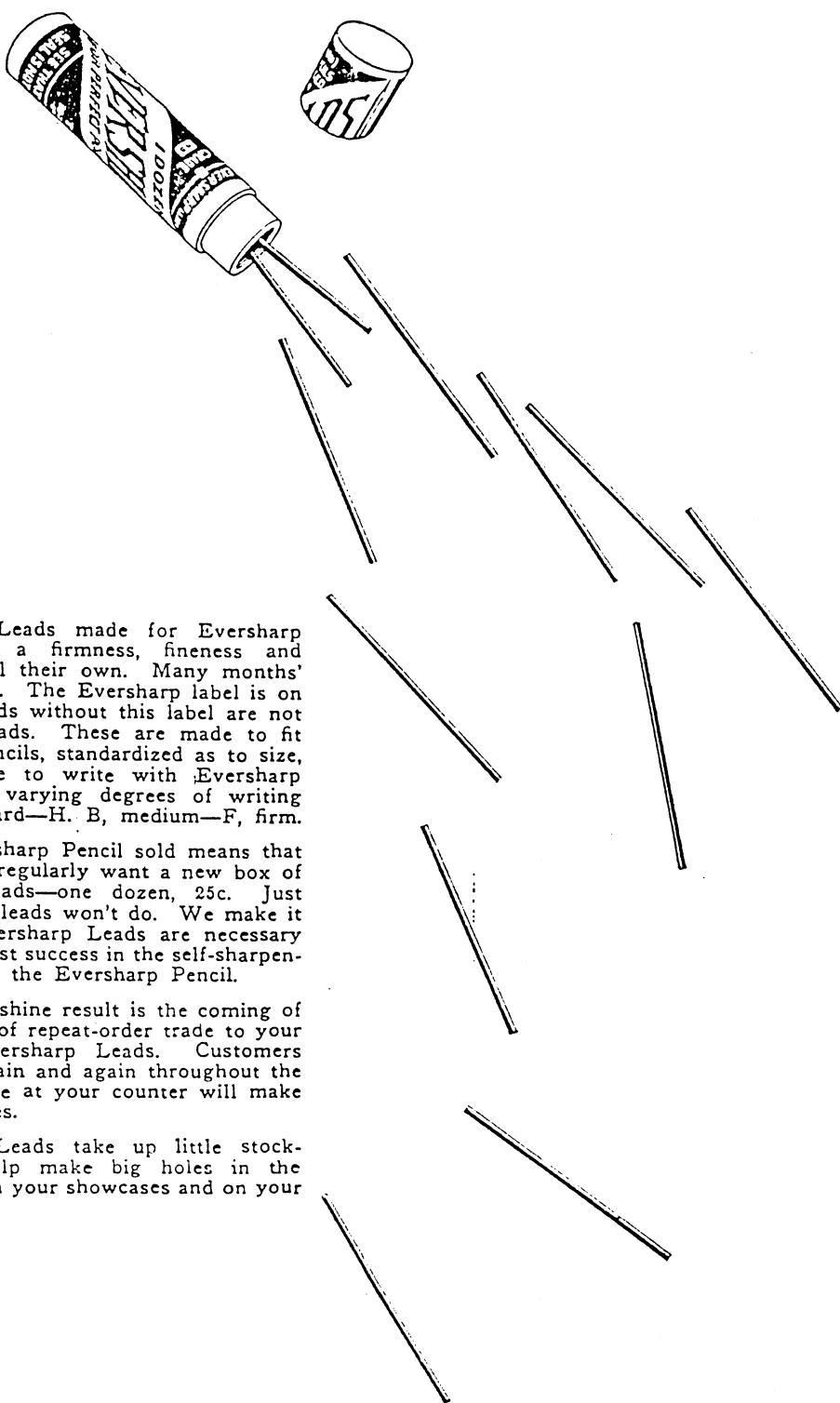
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27

PRICE LIST FOR HAND ENGRAVING

No.	Per Letter	No.	Per Letter	No.	Per Letter
(1) Plain Script.....	.3c	(10) Old English.....	.10c	(19) Shrine Emblem .....	.75c
(2) Jap Letters.....	.10c	(11) Drop Block Monogram..	.30c	(20) Elk Emblem .....	.75c
(3) Vertical Script.....	.3c	(12) Ribbon Monogram .....	.30c	(22) Greek Letters .....	.10c
(4) Block .....	.4c	(13) Block Monogram .....	.50c	(24) Masonic Emblem .....	.75c
(5) Slanting Block.....	.4c	(14) Fancy Ribbon Monog'm	\$1.00	(25) Old English* .....	.6c
(6) Modern Block.....	.4c	(15) K of C Emblem .....	.75c	(26) Roman .....	.6c
(7) Drop Roman Monogram .....	.30c	(16) Fancy Block .....	.10c	(27) Slanting Old English .....	.6c
(8) Shaded Old English.....	.15c	(17) Diamond Monogram .....	.75c	Three initials or less, Script or Block .....	.20c
(9) Dropped Ribbon Monog'm	.30c	(18) Shaded Block .....	.15c	Each additional Initial.....	.5c
* Per 3 Letters.					

# *LEAD SALES THAT REPEAT*



Eversharp Leads made for Eversharp Pencils have a firmness, fineness and smoothness all their own. Many months' supply for 25c. The Eversharp label is on the box. Leads without this label are not Eversharp Leads. These are made to fit Eversharp Pencils, standardized as to size, and are made to write with Eversharp fineness with varying degrees of writing quality—H, hard—H. B, medium—F, firm.

Every Eversharp Pencil sold means that the user will regularly want a new box of Eversharp Leads—one dozen, 25c. Just "any kind" of leads won't do. We make it clear that Eversharp Leads are necessary to insure utmost success in the self-sharpening process of the Eversharp Pencil.

The rain-or-shine result is the coming of a steady flow of repeat-order trade to your store—for Eversharp Leads. Customers will return again and again throughout the year, and while at your counter will make other purchases.

Eversharp Leads take up little stock-space and help make big holes in the merchandise in your showcases and on your shelves.